

CANADIAN EQUITY VALUE STRATEGY



WHY INVEST WITH US?

- Over 20 years of investment experience and track record
- Independence and well aligned interests
- A long-term philosophy based on “Value” which has proven its worth in both up and down markets
- Collegial, disciplined, rigorous and rational decision-making process

SUMMARY OF THE STRATEGY

The objective of the Canadian Equity Value Strategy (All-Cap) is long-term capital appreciation. We invest at a fair price in quality companies that are profitable and have a solid balance sheet. We have a favourable bias towards dividends and invest with a long-term perspective.

PROCESS

Our approach is bottom-up and based on fundamental analysis of the securities our investment universe. Our process is rational, and executed with rigour, discipline and independence.

RESEARCH

We produce in-depth research reports and quarterly updates on Canadian public companies in our investment universe. To generate investment ideas, we use a combination of quantitative filters and qualitative analysis (analysis of customers, suppliers, competitors and news). Our main valuation criteria are: valuation (multiples), balance sheet strength, profitability, and dividends.

PORTFOLIO CONSTRUCTION

Based on our 5-level rating system (1 = strong buy, 2 = buy, 3 = hold, 4 = reduce, 5 = sell), a stock will enter the portfolio only if it has a (1) or a (2) rating. Our decision-making process is collegial and our portfolio is a reflection of our best ideas, it is therefore concentrated (between 25 and 45 positions) and allocates equal weighting to each stock.

BUY AND SELL DECISIONS

As we have a long-term vision, the turnover rate of our portfolios is low. We add a security if it has a rating equal to or greater to 2 on a scale of 1 to 5. On the other end, we will sell out of a security if its market price becomes too expensive (high multiples), if we observe a deterioration in the balance sheet, or if there is a takeover on the stock.

ABOUT ALLARD, ALLARD & ASSOCIÉS

Since 1995, Allard, Allard & Associés has been managing investment portfolios for the benefit of third party investors. Our diverse client base includes private clients, foundations and pension plans. Our assets under management now total more than \$750M. We were selected for Canadian and Global equity mandates in the Quebec Emerging Managers Program (QEMP), a grouping of several Quebec institutional investors, thereby marking our entry into institutional investment management in 2016.



ANNUALIZED RETURNS – MARCH 31, 2018¹

	1 year	3 years	5 years	7 years	10 years	15 years	Since inception*
AA&A Canadian Equity	5.8%	6.9%	10.2%	8.2%	7.5%	12.1%	13.1%
S&P TSX TR index	1.7%	4.1%	6.9%	4.2%	4.5%	8.9%	8.0%
Value added	4.1%	2.8%	3.3%	4.0%	3.0%	3.0%	5.1%
Upside capture							1.08
Downside capture							0.63

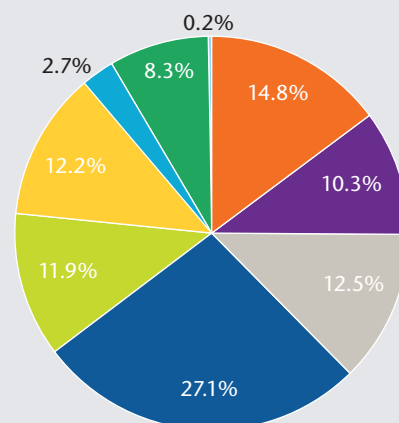
*July 1, 1995

Calendar year returns	2018 YTD	2017	2016	2015	2014	2013	2012	2011
AA&A Canadian Equity	-2.8%	11.6%	21.7%	-6.1%	10.3%	25.7%	14.8%	-7.4%
S&P TSX TR index	-4.5%	9.1%	21.1%	-8.3%	10.6%	13.0%	7.2%	-8.7%
Value added	1.7%	2.5%	0.6%	2.2%	-0.3%	12.7%	7.6%	1.3%

PORTFOLIO CHARACTERISTICS AS OF MARCH 31, 2018

Characteristics	AA&A Canadian Equity
P/E	15.8
P/B	1.8
Debt/Equity	57.60%
ROE	9.1%
Dividend yield	2.7%
Average market cap	26.4G\$
Number of holdings	41

SECTOR WEIGHTS AS OF MARCH 31, 2018



- Consumer Discretionary (14.8%)
- Consumer Staples (10.3%)
- Energy (12.5%)
- Financials (27.1%)
- Industrials (11.9%)
- Materials (12.2%)
- Utilities (2.7%)
- Real estate (8.3%)
- Cash (0.2%)

OUR TEN LARGEST HOLDINGS

Stock	Weight in the portfolio	Stock	Weight in the portfolio
SUNCOR	3.7%	ROYAL BANK	3.3%
TD BANK	3.6%	BANK OF MONTREAL	3.2%
EMPIRE	3.4%	NUTRIEN	3.2%
DREAM UNLIMITED	3.4%	CENOVUS	3.1%
CANADIAN NATURAL RESOURCES	3.4%	INTACT	3.0%

¹ Composite based on 214 accounts totaling \$276 million out of the firm's total assets of \$793 million as at March 31, 2018. Discretionary accounts with a market value greater than \$300,000 and with over 95% in Canadian equities. The composite includes 6.9% of non-chargeable accounts and 3.0% of margin accounts. All returns include reinvestment of dividends and are gross of management fees. For periods greater than one year, returns are annualized. Past performance does not guarantee future results.

Portfolio managers

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